Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009

Message Text

UNCLASSIFIED

PAGE 01 SAN SA 03495 271446Z
ACTION ARA-14

INFO OCT-01 ISO-00 EB-08 /023 W
----------097029 272310Z /66
R 271401Z JUL 77
FM AMEMBASSY SAN SALVADOR
TO USDOC WASHDC
INFO SECSTATE WASHDC 5013

UNCLAS SAN SALVADOR 3495

E.O. 11652: N/A
TAGS: EIND, MX, ES
SUBJECT: GOES REQUEST FOR BONA FIDES OF U.S. HOTEL/MANAGEMENT FIRMS

1. RECENTLY APPOINTED DIRECTOR OF INSTITUTO SALVADORENO DE FOMENTO INDUSTRIAL (INSAFI), A GOES INDUSTRIAL DEVELOPMENT BANK, HAS REQUESTED EMBASSY'S ASSISTANCE IN OBTAINING A LIST OF PRINCIPAL US HOTEL/MANAGEMENT FIRMS.

2. INSAFI HAS JUST COMPLETED CONSTRUCTION OF FIRST HALF OF 500 ROOM LUXURY HOTEL PRESIDENTE AND IS IN PROCESS OF RE-

EVALUATING CREDENTIALS OF SEVERAL U.S. HOTEL/MANAGEMENT FIRMS THAT HAVE SUBMITTED BIDS ON MANAGEMENT CONTRACT INCLUDING HOLIDAY INN, HYATT HOUSE, INTERCONTINENTAL, SHERATON, HOWARD JOHNSON AND HILTON.

3. PRESIDENT OF INSAFI HAS NOT TRAVELED EXTENSIVELY OUTSIDE EL SALVADOR AND CONSEQUENTLY HAS VIRTUALLY NO PERSONAL KNOWLEDGE OF EVEN THE MAJOR CHAINS NOTED ABOVE.

4. IN ADDITION TO THE LIST REQUESTED PARAGRAH 1 POST WOULD APPRECIATE RECEIVING BONA FIDES PER 10 X
M 315(I) ON HOTEL/
MANAGEMENT CHAINS LISTED PARA 2.
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5. INSAFI PRESIDENT PARTICULARLY INTERESTED IN LINK BETWEEN HOLIDAY AND POSADAS DE MEXICO. WHILE POSADAS DE MEXICO HAS TENDERED A BID ON BEHALF OF HOLIDAY INN, INSAFI WOULD

PREFER DEALING DIRECTLY WITH HOLIDAY INN.
LUBENSKY

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: HOTELS, BUSINESS FIRMS, PROPOSALS (BID), CONTRACTS
Control Number: n/a
Copy: SINGLE
Sent Date: 27-Jul-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977SANSA03495
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770269-0664
Format: TEL
From: SAN SALVADOR
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770713/aaaaalhg.tel
Line Count: 62
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: fd0bf762-c288-dd11-92da-001cc4696bcc
Office: ACTION ARA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 22-Feb-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1733507
Secure: OPEN
Status: NATIVE
Subject: GOES REQUEST FOR BONA FIDES OF U.S. HOTEL/MANAGEMENT FIRMS
TAGS: EIND, BBAK, MX, ES, US
To: COM
Type: TE
vdkvgwkey: odbc://SAS/SAS.dbo.SAS_Docs/fd0bf762-c288-dd11-92da-001cc4696bcc
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